

## Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

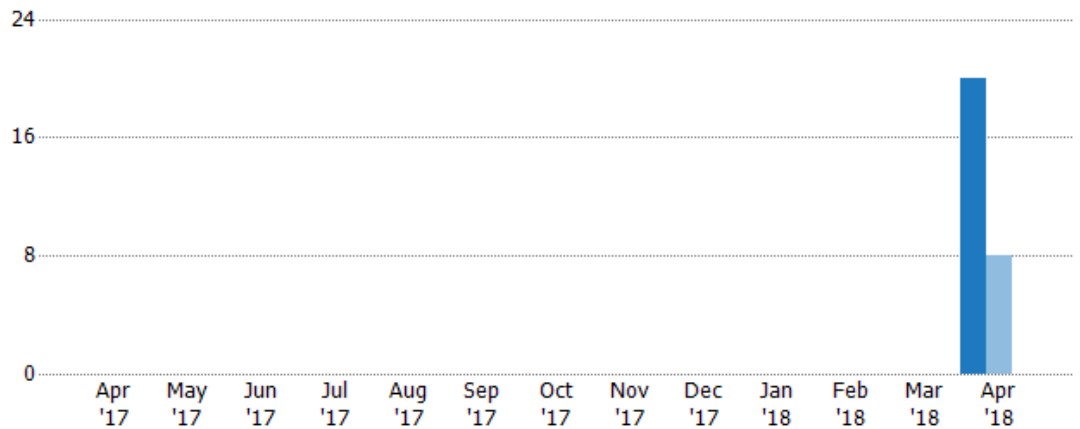
Key Metrics	Apr 2018	Apr 2017	+ / -	YTD 2018	YTD 2017	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	20	8	+150%	20	8	+150%
New Listing Volume	\$6,357,400	\$1,927,800	+229.8%	\$6,357,400	\$1,927,800	+229.8%
Active Listing Count	89	122	-27%	89	122	-27%
Active Listing Volume	\$31,067,000	\$36,551,591	-15%	\$31,067,000	\$36,551,591	-15%
Average Listing Price	\$349,067	\$299,603	+16.5%	\$349,067	\$299,603	+16.5%
Median Listing Price	\$189,000	\$159,000	+18.9%	\$189,000	\$159,000	+18.9%
Median Days in RPR	87	224.5	-61.2%	87	224.5	-61.2%
Months of Inventory	—	—	—	14.8	24.4	-39.2%
Absorption Rate	—	—	+—	6.74%	4.1%	+2.6%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	7	9	-22.2%	7	9	-22.2%
New Pending Sales Volume	\$860,000	\$1,519,000	-43.4%	\$860,000	\$1,519,000	-43.4%
Pending Sales Count	10	16	-37.5%	10	16	-37.5%
Pending Sales Volume	\$1,383,900	\$3,161,200	-56.2%	\$1,383,900	\$3,161,200	-56.2%
Closed Sales Count	14	6	+133.3%	14	6	+133.3%
Closed Sales Volume	\$2,127,000	\$699,450	+204.1%	\$2,127,000	\$699,450	+204.1%
Average Sales Price	\$151,929	\$116,575	+30.3%	\$151,929	\$116,575	+30.3%
Median Sales Price	\$108,250	\$50,500	+114.4%	\$108,250	\$50,500	+114.4%

## New Listings

The number of new single-family, condominium and townhome listings that were added each month.

### Filters Used

ZIP: Killington, VT 05751  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



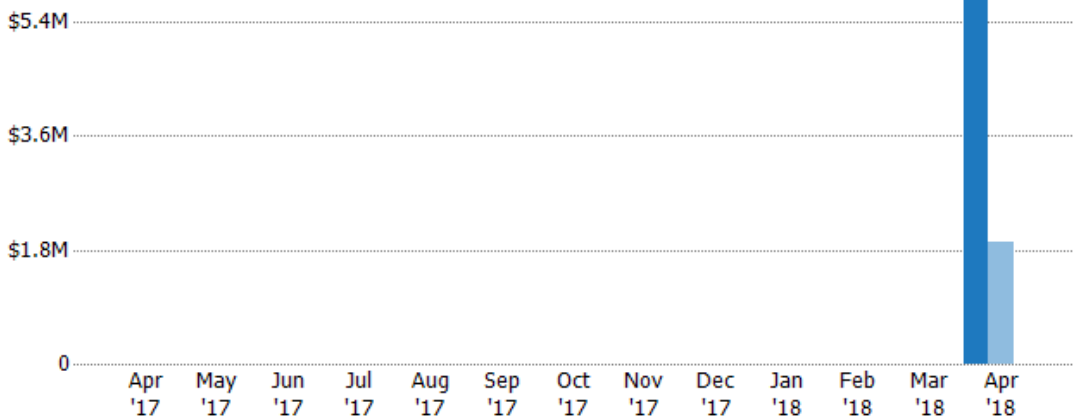
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	20
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	150%

## New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

### Filters Used

ZIP: Killington, VT 05751  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



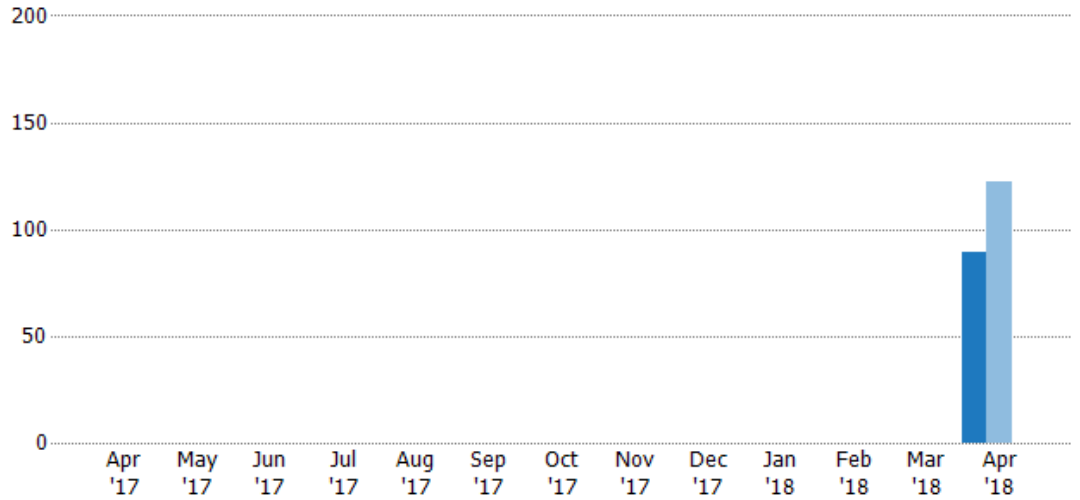
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$6.36M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$1.93M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	230%

## Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

### Filters Used

ZIP: Killington, VT 05751  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



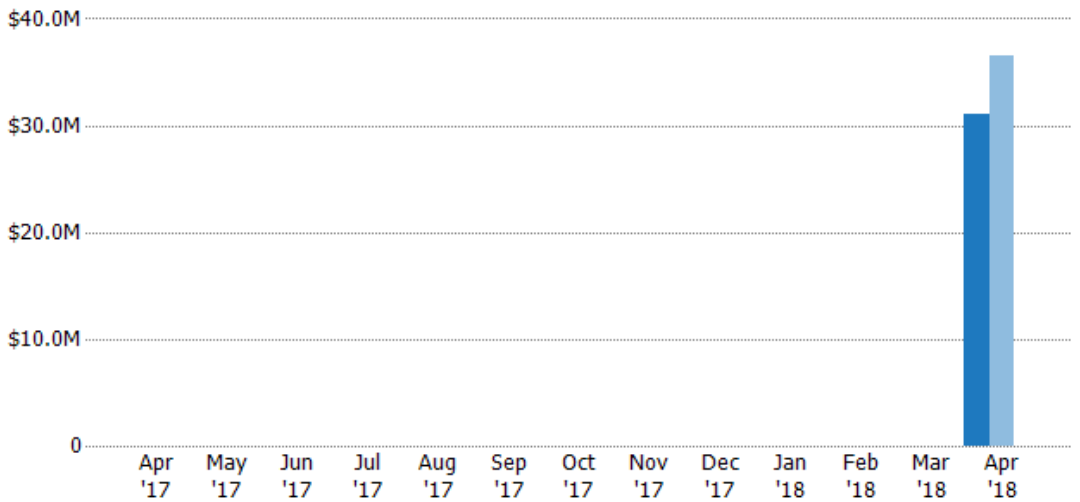
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	89
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	122
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-27%

## Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

### Filters Used

ZIP: Killington, VT 05751  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



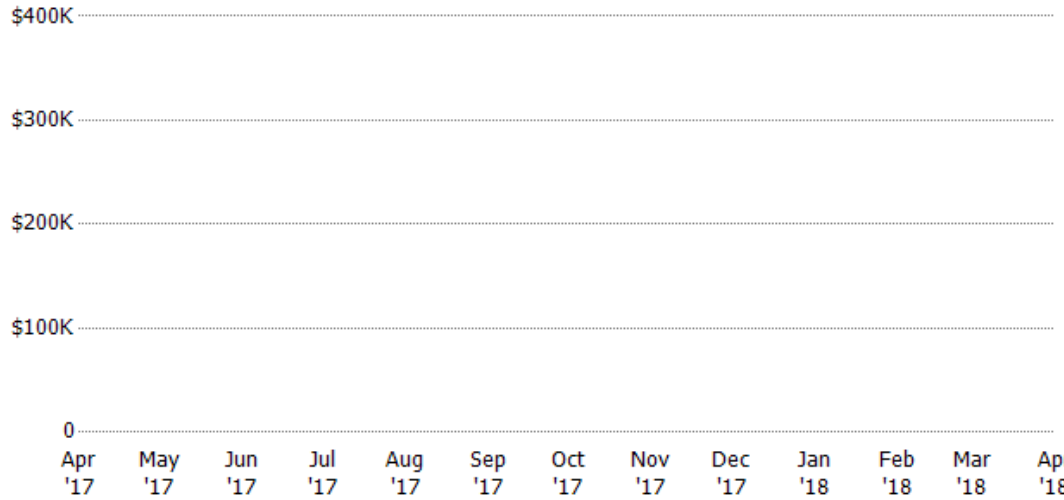
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$31.1M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$36.6M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-15%

## Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

### Filters Used

ZIP: Killington, VT 05751  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

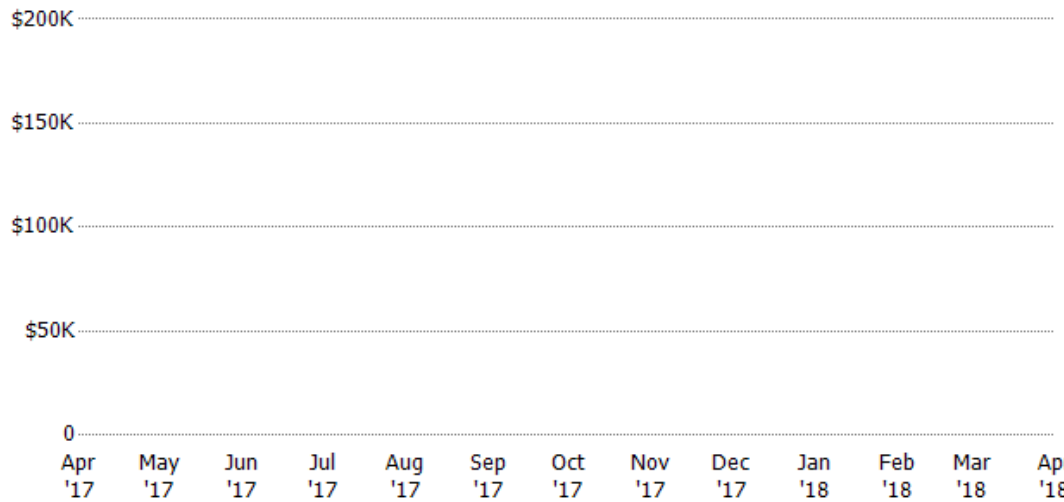


## Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of each month.

### Filters Used

ZIP: Killington, VT 05751  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

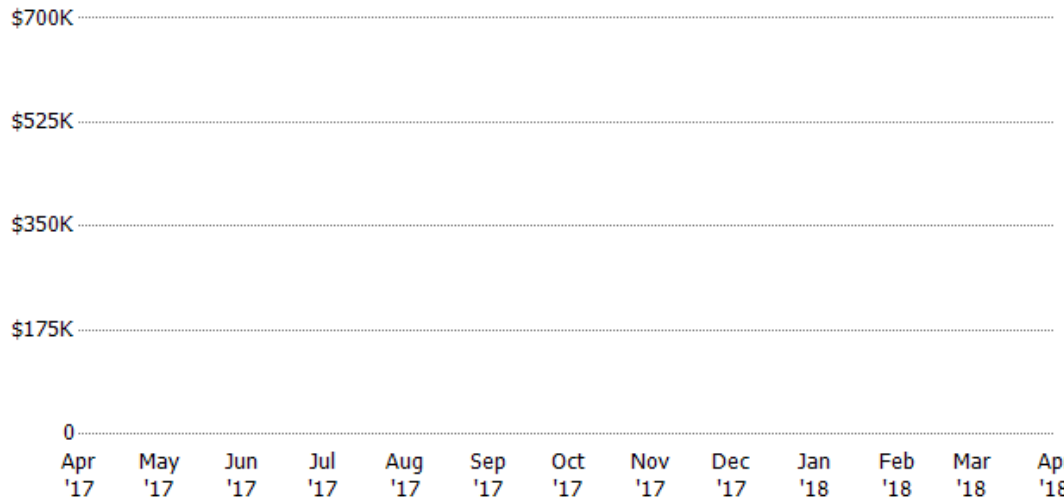


## Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

### Filters Used

ZIP: Killington, VT 05751  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

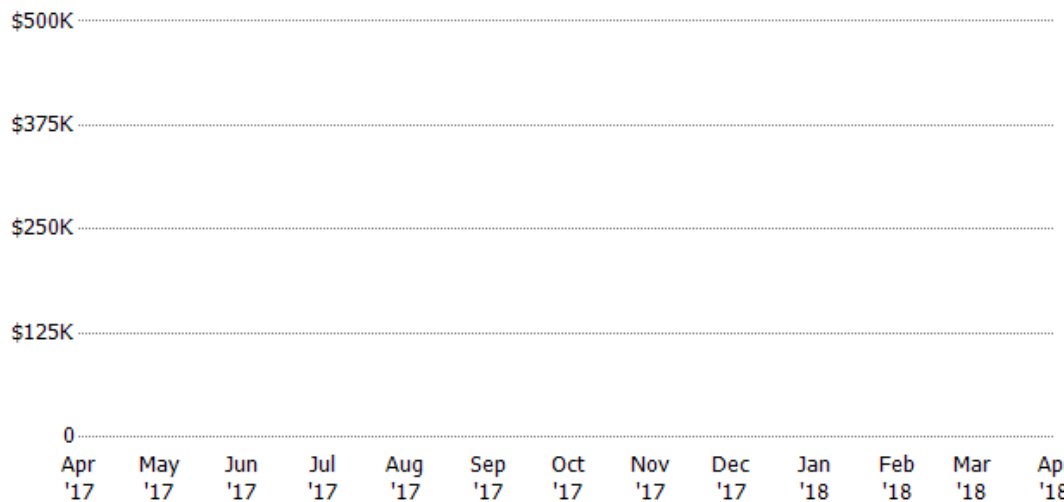


## Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

### Filters Used

ZIP: Killington, VT 05751  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

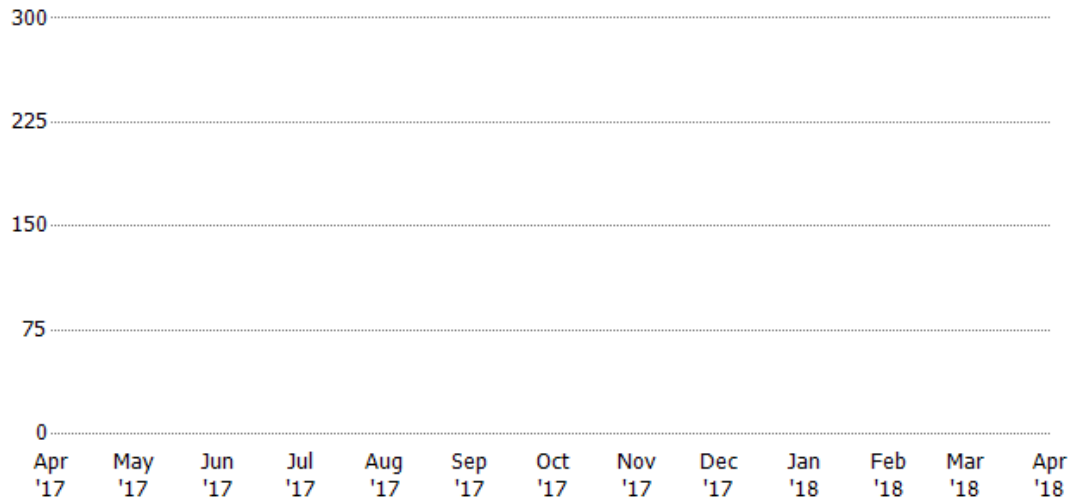


## Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

### Filters Used

ZIP: Killington, VT 05751  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

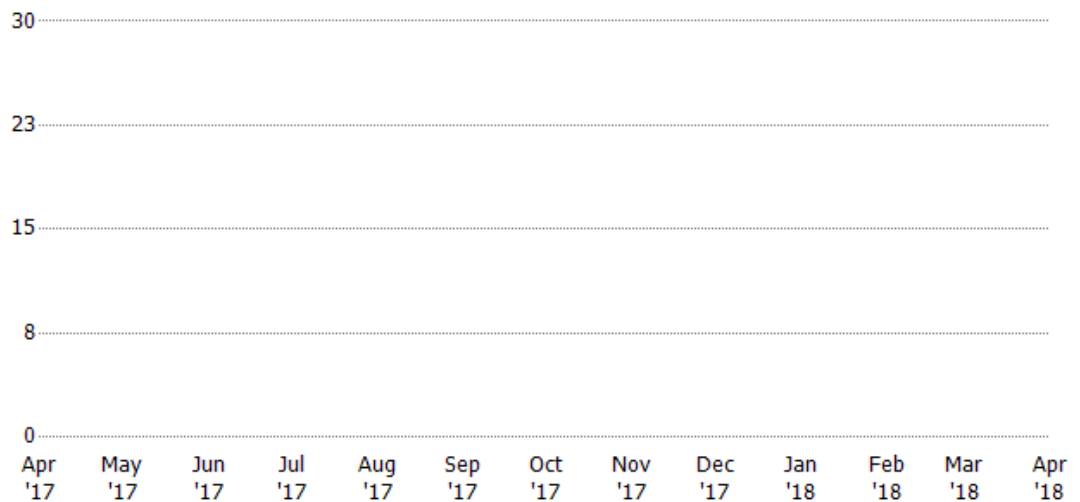


## Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

### Filters Used

ZIP: Killington, VT 05751  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

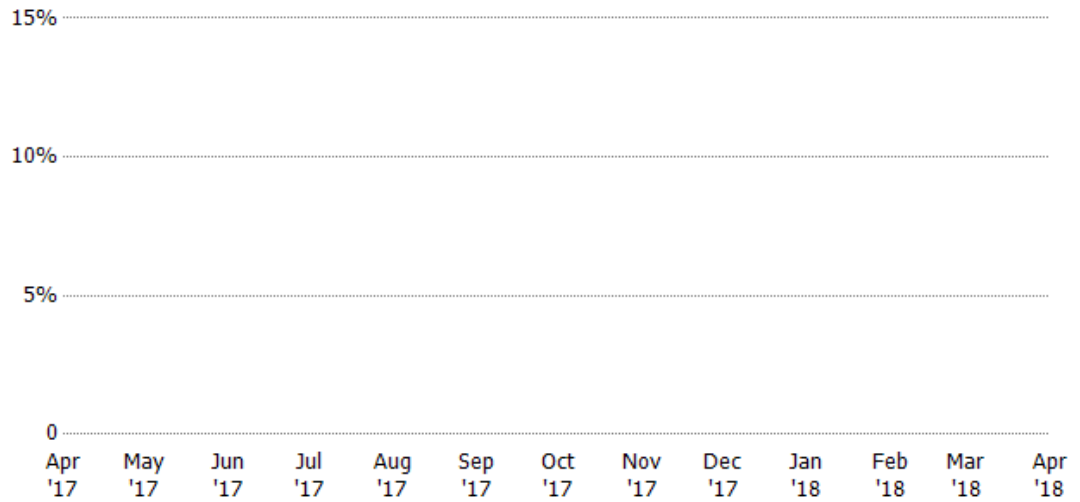


## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

ZIP: Killington, VT 05751  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



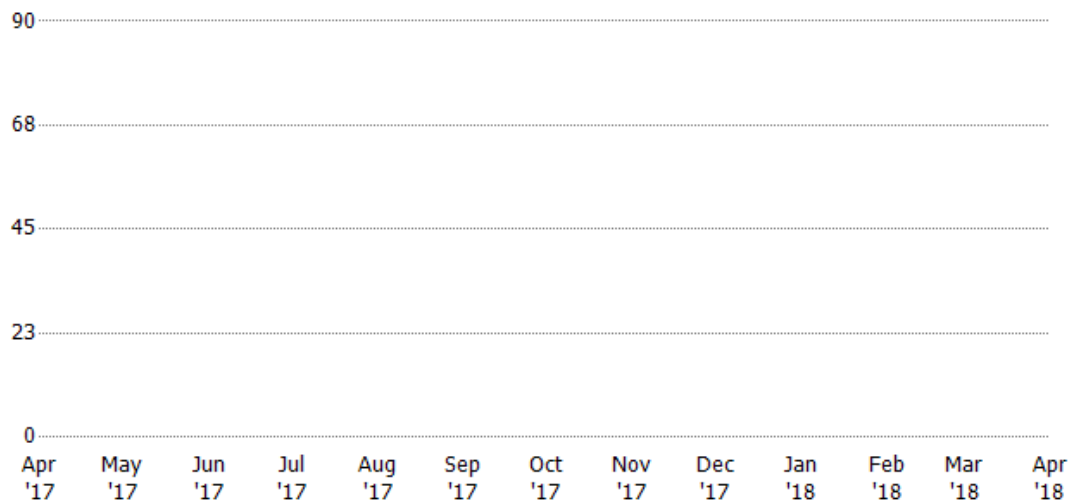
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	15%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-8%

## Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

### Filters Used

ZIP: Killington, VT 05751  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



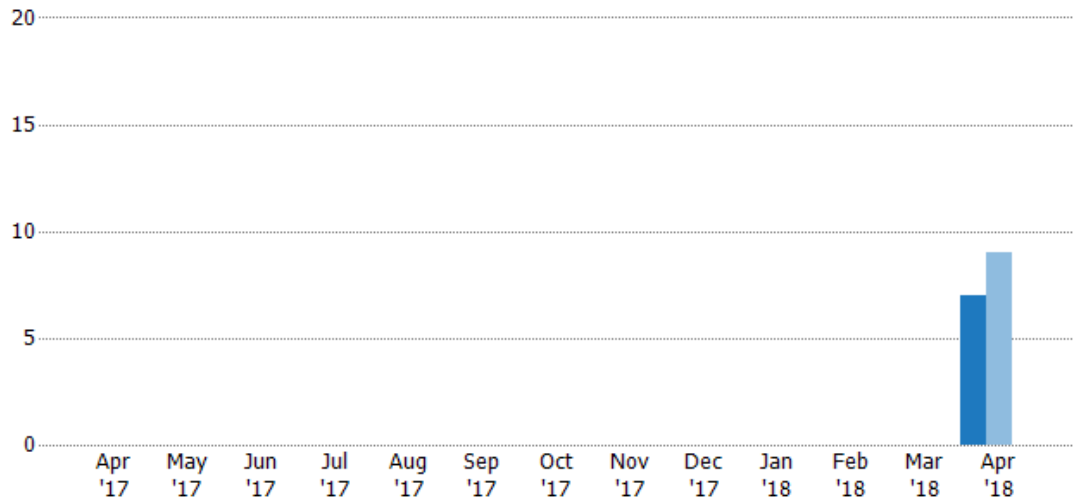
Active	-	-	-	-	-	-	-	-	-	-	-	-	89
Pending	-	-	-	-	-	-	-	-	-	-	-	-	10
Sold	-	-	-	-	-	-	-	-	-	-	-	-	14

## New Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were added each month.

### Filters Used

ZIP: Killington, VT 05751  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



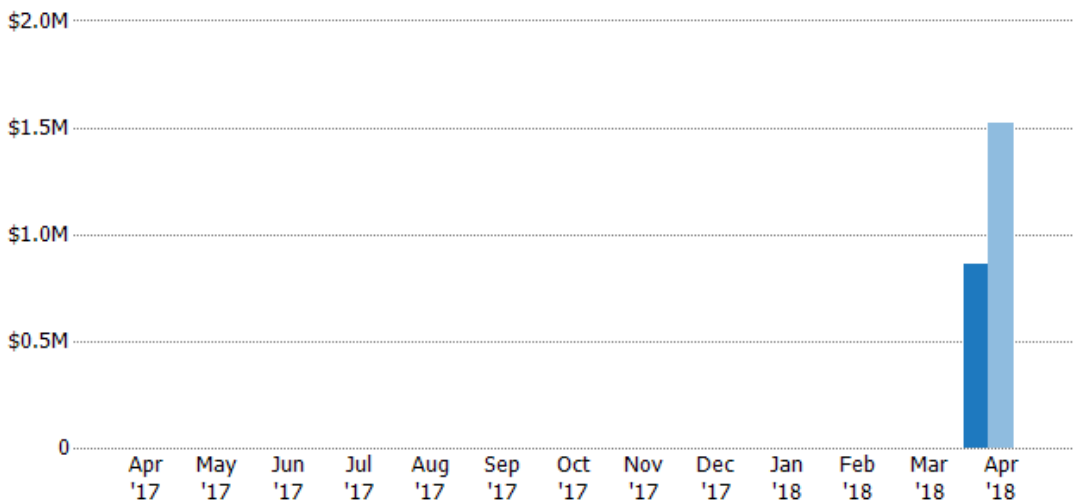
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	7
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	9
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-22%

## New Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

### Filters Used

ZIP: Killington, VT 05751  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



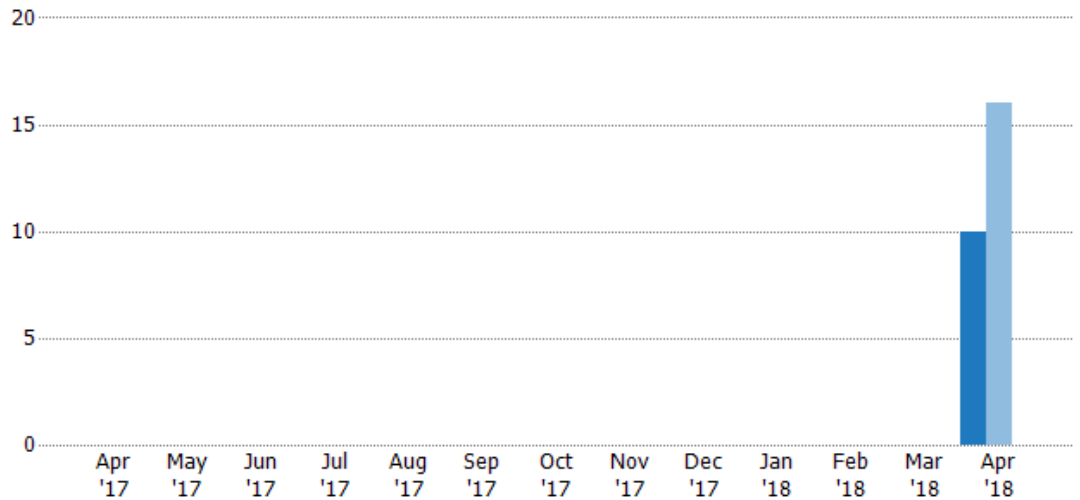
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$860K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$1.52M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-43%

## Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

### Filters Used

ZIP: Killington, VT 05751  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



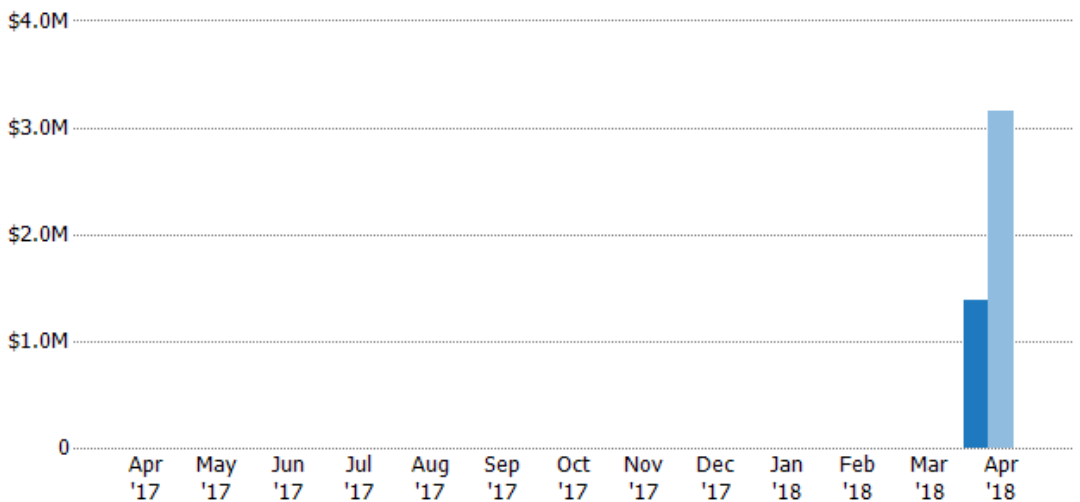
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	10
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	16
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-38%

## Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

### Filters Used

ZIP: Killington, VT 05751  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



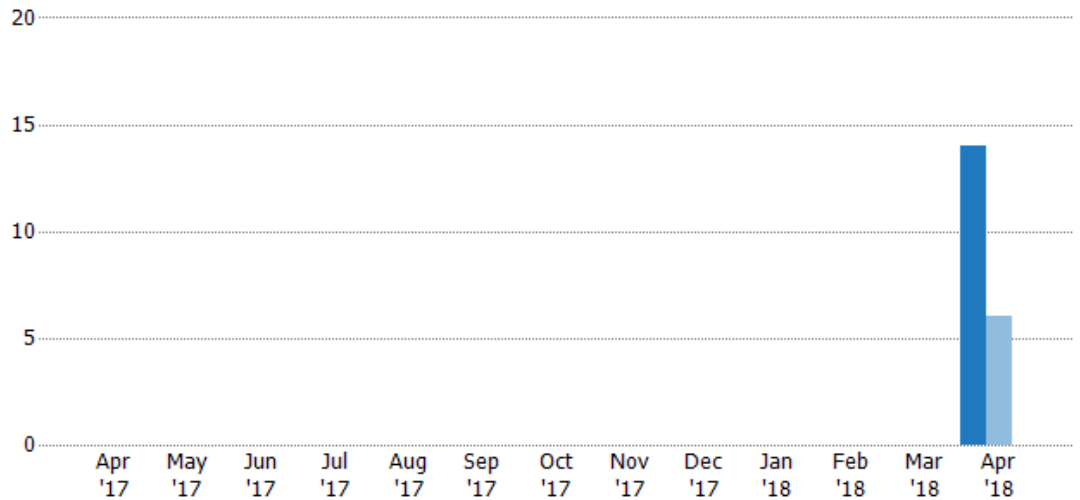
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$1.38M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$3.16M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-56%

## Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

### Filters Used

ZIP: Killington, VT 05751  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



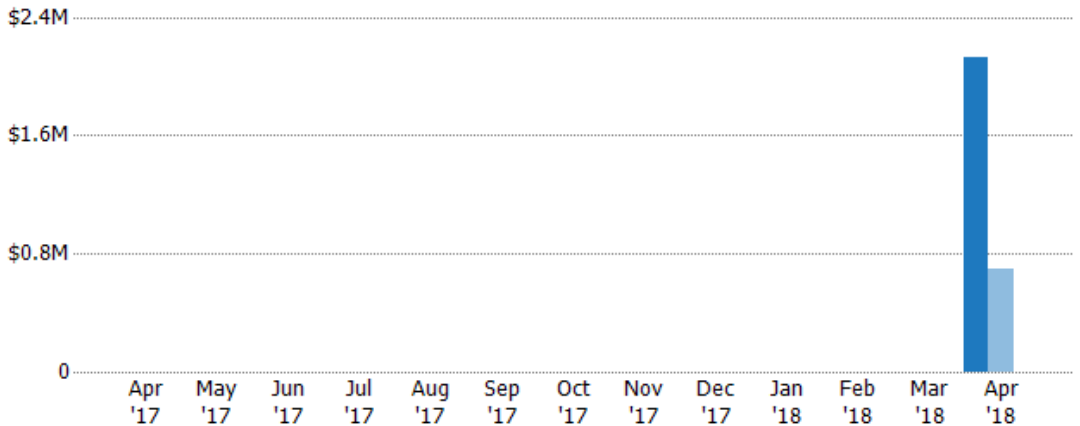
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	14
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	133%

## Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.

### Filters Used

ZIP: Killington, VT 05751  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



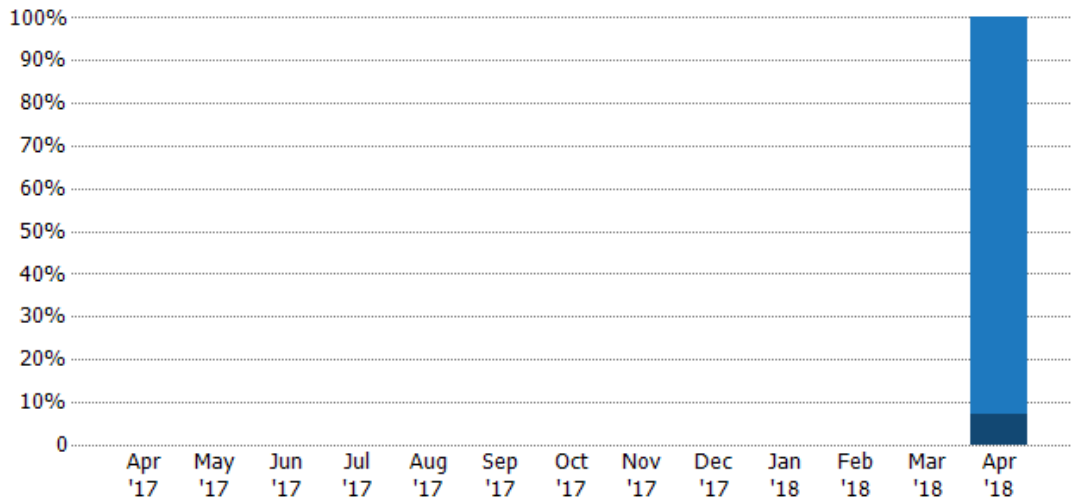
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$2.13M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$699K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	204%

## Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

### Filters Used

ZIP: Killington, VT 05751  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Condo/Townhouse

- - - - - - - - - - - - - - 93%

Single Family Residence

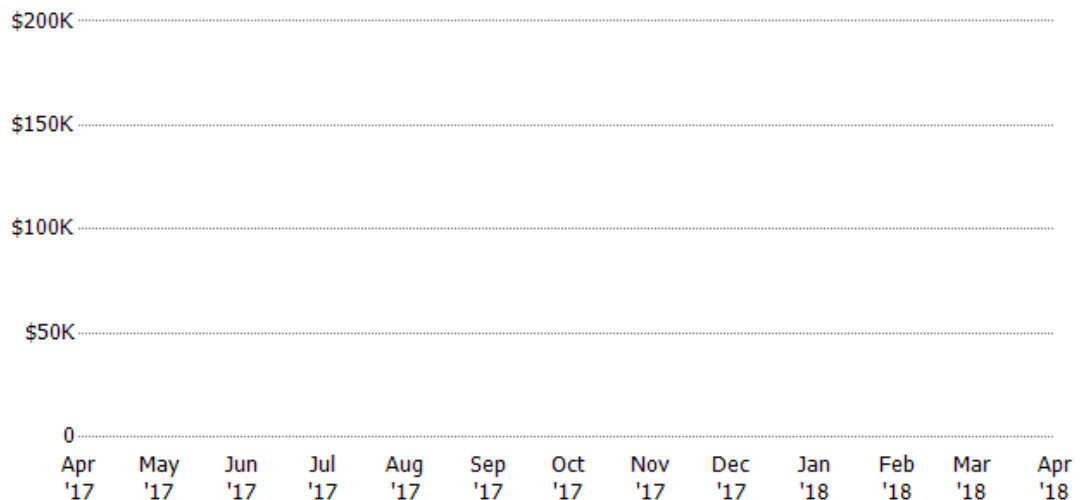
- - - - - - - - - - - - - - 7%

## Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold each month.

### Filters Used

ZIP: Killington, VT 05751  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Current Year

- - - - - - - - - - - - - - \$152K

Prior Year

- - - - - - - - - - - - - - \$117K

Percent Change from Prior Year

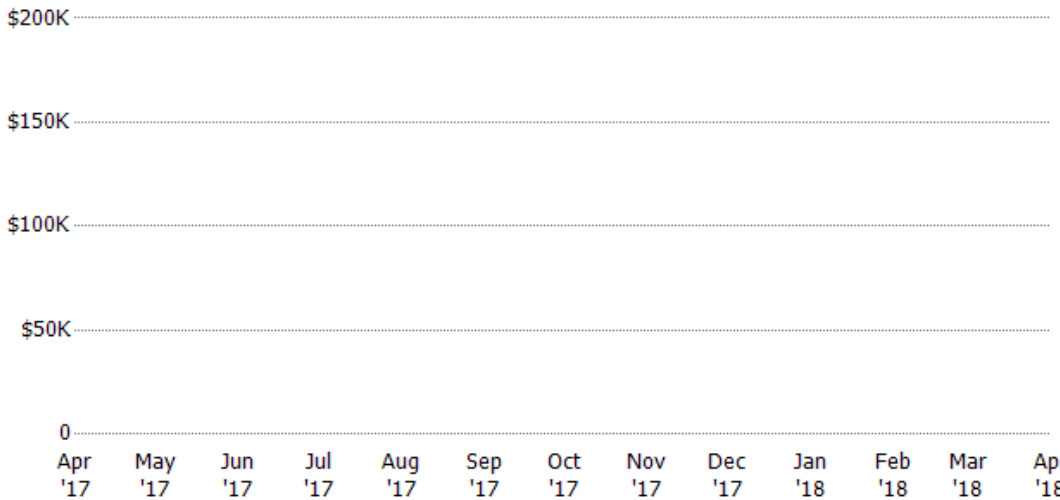
- - - - - - - - - - - - - - 30%

## Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

### Filters Used

ZIP: Killington, VT 05751  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Percent Change from Prior Year

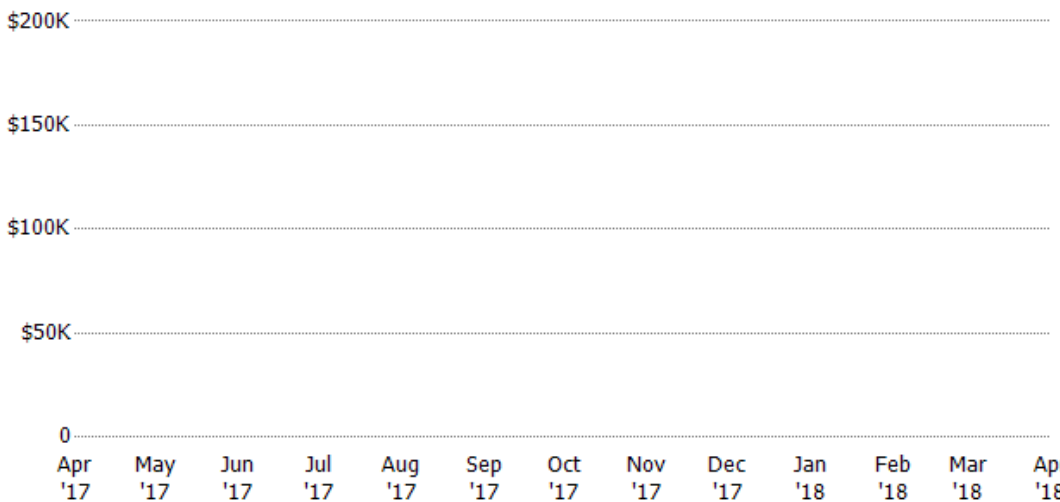
- - - - - - - - - - - - - - 114%

## Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

### Filters Used

ZIP: Killington, VT 05751  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



Avg Sales Price as a % of Avg List Price

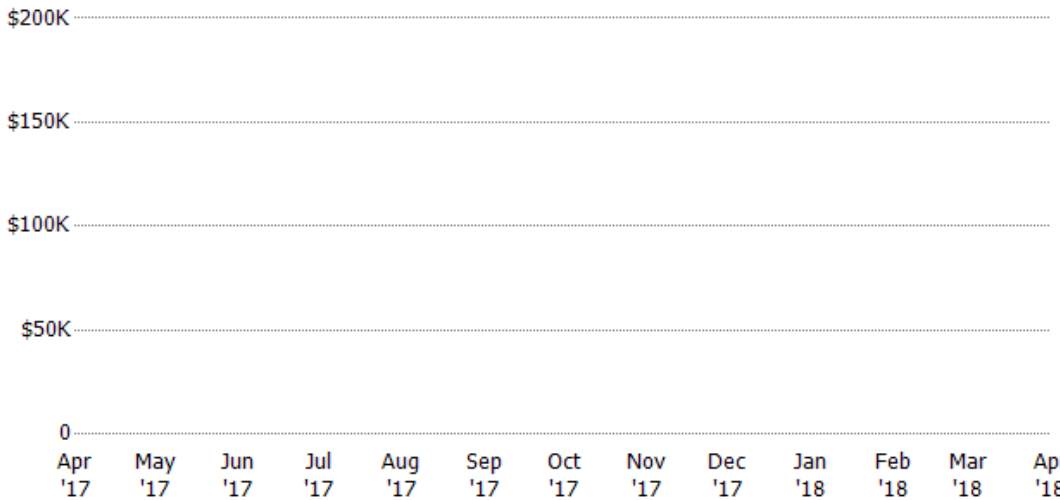
- - - - - - - - - - - - - - 91%

## Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

### Filters Used

ZIP: Killington, VT 05751  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

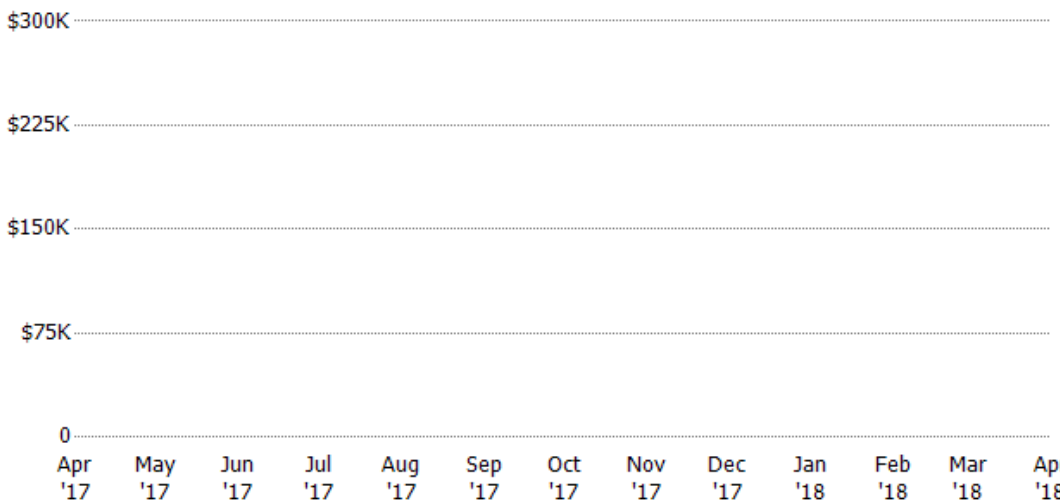


## Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

### Filters Used

ZIP: Killington, VT 05751  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



## Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

### Filters Used

ZIP: Killington, VT 05751  
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence

\$300K

\$225K

\$150K

\$75K

0

|  | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|

|   |   |   |   |   |   |   |   |   |   |   |   |   |        |
|---|---|---|---|---|---|---|---|---|---|---|---|---|--------|
| Median Est Value                        | - | - | - | - | - | - | - | - | - | - | - | - | \$232K |
| Median Sales Price                      | - | - | - | - | - | - | - | - | - | - | - | - | \$127K |
| Med Sales Price as a % of Med Est Value | - | - | - | - | - | - | - | - | - | - | - | - | 55%    |